

Dr. Paul Truman Richardson

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MANAGEMENT AND LEADERSHIP

- Leadership Studies, Marketing and Engineering graduate has had success in executive business leadership, adult higher education, entrepreneurship, new product development, marketing, and training.
- Able to successfully develop relationships and partnerships needed for success through needs analysis, personal interaction, teamwork, decisiveness, and leadership.
- Extensive experience in teaching adults, program and product development, and leadership facilitates helping students and customers solve problems and achieve mutually beneficial results.
- Successful leadership in executive management, adult higher education, marketing, project management, and the military, helped organizations and people grow and reach their objectives.

PROFESSIONAL EXPERIENCE

Indiana Wesleyan University (2013 - Present)
Associate Director – Program Development – DeVoe School of Business

Develop Undergraduate and Graduate Business curricula, syllabi, course documents, and new programs. Responsible for: undergraduate accounting, business administration, and human resource management degree programs, and graduate human resource management, and MBA degree programs.

Indiana Wesleyan University (2010 - 2013)
Associate Director – Undergraduate Business Administration

Developed Undergraduate Business Administration curricula and new programs. Supported faculty, curricula, and responded to Associate degree and Bachelor degree student inquiries as necessary to achieve program goals. Revised and edited courses.

Indiana Wesleyan University (2008 - 2010)
Director – Graduate Business Programs

Developed Graduate Business curricula and new programs. Managed facilitator scheduling, curricula, and response to MBA and MSM student inquiries as necessary to achieve program goals. Revised and edited courses.

Indiana Wesleyan University (2004 - 2008)
Assistant Director – Graduate Business Online

Developed online Graduate Business curricula and new programs. Managed facilitator scheduling, curricula and response to MBA and MSM online student inquiries as necessary to achieve program goals. Revised and edited courses.

Indiana Wesleyan University (2003 – 2004)
Ed-U-Flex Program Manager

Combined the existing, first two courses of the onsite and online MBA programs into an Ed-U-Flex, blended, online/onsite learning offering. Obtained trademark registration for the Ed-U-Flex program name.

Indiana Wesleyan University and other local colleges
Adjunct Faculty Member

(2001 - Present)

Teach traditional and accelerated adult classes at local colleges including online courses: marketing, strategic management, mathematics, statistics and introduction to business.

Johnstone Supply of Indianapolis
Director of Sales

(2000 - 2001)

- Developed and implemented marketing and sales plans for a three-branch distributor of heating, air conditioning and refrigeration equipment.
- Conducted new product and service training programs and equipment dealer meetings.
- Directed the outside sales force and assisted branch managers in their sales efforts.

Consolidated Industries Corp.

Vice President of Marketing & International Sales

(1995 - 2000)

- Stimulated growth of this one product line, residential gas furnace manufacturer by focused product development, consistent customer support and targeted marketing and sales efforts.
- Led current product Project Team to implement performance, cost and quality improvements.
- Implemented private brand sources for air conditioning equipment to expand our overall market potential and increase overall business with targeted customers.
- Obtained the required international product certifications and introduced the international furnace to new markets successfully.
- Directed advertising and promotion activities including developing our first Internet Website and first video service training programs to provide our customers the tools they needed for success.

MILITARY

United States Army

- Led up to 140 people as Battalion Support Maintenance Platoon Leader (Captain) responsible for the readiness of all engineer, communications and missile equipment of a Nuclear Missile Battalion.
- Led combat missions as an Infantry Platoon Leader.

EDUCATION

- Ed. D. in Organizational Leadership, Indiana Wesleyan University, 2013.
- Master of Arts in Advanced Leadership Studies, Indiana Wesleyan University, 2009.
- MS in Management (Marketing Research), Purdue University, 1975.
- BS in Interdisciplinary Engineering, UCLA, Cum Laude, 1969.